http://proquest.umi.com/pqdweb?RQT=307&...ct=10&INT=0&SelLanguage=0&TS=103834

⚫ ⚫

ProQuest   <u>Return to NPL Web Page</u>   <u>Text Version</u> | English ▾ | **?H**

| 🗎 Collections | 🔍 Search Methods ▾ | 🌳 Topic Finder | 📦 Browse Lists | Results & Marked List ▾ | 🔍 Search Guide |

Searching collections: **All Collections**   **Search Result**

[Save Link] Saves this search as a Durable Link under "Results-Marked List"

At least 44 articles matched your search.

☐ 1. 🖻 🗎   <u>CAIS Internet Successfully Completes KKR Investment</u>; *Business & High Tech Editors*; **Business Wire**, New York; Feb 28, 2000; pg. 1

☐ 2. 🖻 🗎   <u>REVIEW OF THE YEAR: DECEMBER</u>; **TTG, Travel Trade Gazette, U.K. and Ireland**, Tonbridge; Jan 10, 2000; pg. 48

☐ 3. 🖻 🗎   <u>Methodologies for innovation and improvement of services in tourism</u>; *W. Fache*; **Managing Service Quality**, Bedford; 2000; Vol. 10, Iss. 6; pg. 356

☐ 4. 🖻 🗎   <u>India seeks Bangla help to curb ISI</u>; **The Statesman**, New Delhi; Dec 28, 1999; pg. 1

☐ 5. 🖻 🗎   <u>HAVE SAW, WILL TRAVEL WHERE TO CUT YOUR OWN CHRISTMAS TREE; [CHICAGOLAND FINAL, CN Edition]</u>; *Mitch Martin Special to the Tribune*; **Chicago Tribune**, Chicago, Ill.; Nov 26, 1999; pg. 71

☐ 6. 🖻 🗎   <u>WARNING ISSUED AGAINST TRAVELING TO ALISHAN TO WATCH METEOR SHOWER</u>; **Central News Agency**, Taipei; Nov 16, 1999; pg. 1

☐ 7. 🖻 🗎   <u>Malls take on new attraction: tourism; [Home Edition]</u>; *Don Fernandez*; **The Atlanta Constitution**, Atlanta, Ga.; Nov 15, 1999; pg. B.1

☐ 8. 🖻 🗎 📷   <u>The Asian data challenge can be reconciled easily</u>; *Les Baker*, **Business Travel News**, San Francisco; Nov 1 1999; Vol. 16, Iss. 25; pg. 24, 2 pgs

☐ 9. 🖻 🗎   <u>Health care companies thrive on medicine, money; [STATE Edition]</u>; *BRYAN GILMER*; **St. Petersburg Times** St. Petersburg, Fla.; Oct 25, 1999; pg. 6

☐ 10. 🖻 🗎   <u>Hospitals thrive on medicine, money; [STATE Edition]</u>; *BRYAN GILMER*; **St. Petersburg Times**, St. Petersburg, Fla.; Oct 24, 1999; pg. 1

[Next ▶]
11-20

Refine your search. Enter a word, words or specific phrase.
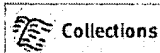
| creating travel packages AND   PDN (| [Search]   (

Date range: | Current (1999 - Present) ▾ |

Publication type: | All ▾ |

Search in: | Article text ▾ |

☐   Show results with full text availability only

☐   Show articles from peer reviewed publications only

☐   Show total number of articles

Business Wire
The Global Leader in News Distribution

⊙<u>Stamps.com</u> Establishes Subsidiary EncrypTix, Inc.; EncrypTix to Explore Secure Printing Applications for the Events, Travel and Financial Services Industries

Business Wire; New York; Nov 16, 1999; <u>Business Editors/High-Tech Writers</u>;

Start Page: 1
Personal Names: <u>Rowan, Jim</u>

Abstract:
*SANTA MONICA, Calif.--(BUSINESS WIRE)--Nov. 16, 1999-- ⊙<u>Stamps.com</u>(TM) (Nasdaq:STMP) today announced the formation of EncrypTix(TM) Inc., a new subsidiary created to focus on highly-secure, authenticated **online printing** of **tickets**, vouchers, certificates and other forms of bearer value for the **events**, travel and financial services industries.*

Utilizing many of the proprietary, Internet-based technologies developed by ⊙<u>Stamps.com</u>, EncrypTix will enable sellers and distributors of tickets and financial instruments to complete transactions over the Internet through the customer's existing laser or inkjet printer.

"We have created EncrypTix to establish and develop new, alternative uses of ⊙<u>Stamps.com</u>'s technology for Internet-based transactions," stated John Payne, chairman and chief executive officer of ⊙<u>Stamps.com</u> and chairman of EncrypTix.

Full Text:
Copyright Business Wire Nov 16, 1999

SANTA MONICA, Calif.--(BUSINESS WIRE)--Nov. 16, 1999-- ⊙<u>Stamps.com</u>(TM) (Nasdaq:STMP) today announced the formation of EncrypTix(TM) Inc., a new subsidiary created to focus on highly- secure, authenticated **online printing** of **tickets**, vouchers, certificates and other forms of bearer value for the **events**, travel and financial services industries.

Utilizing many of the proprietary, Internet-based technologies developed by ⊙<u>Stamps.com</u>, EncrypTix will enable sellers and distributors of tickets and financial instruments to complete transactions over the Internet through the customer's existing laser or inkjet printer.

Jim Rowan, formerly senior vice president and a member of the board of directors of ⊙<u>SunAmerica, Inc.</u>, will serve as president and chief executive officer of EncrypTix. Rowan has been serving as a consultant to ⊙<u>Stamps.com</u> and focusing on the market opportunities and technological feasibility of an online ticketing initiative.

At ⊙<u>SunAmerica</u>, Rowan was responsible for the technology organization, customer service operations and

federally insured trust company. He also directed ⊘SunAmerica's corporate development and acquisition activities. Prior to his tenure at ⊘SunAmerica, Rowan was senior vice president of Security Pacific Corporation and was responsible for corporate planning and acquisitions.

"We have created EncrypTix to establish and develop new, alternative uses of ⊘Stamps.com's technology for Internet-based transactions," stated John Payne, chairman and chief executive officer of ⊘Stamps.com and chairman of EncrypTix.

"By creating EncrypTix and enlisting Jim Rowan's very capable leadership, ⊘Stamps.com can continue to focus on growing the user base for its Internet Postage service and developing a complete, one-stop mailing, shipping and tracking solution on the Internet."

Initially, EncrypTix will be a wholly-owned subsidiary of ⊘Stamps.com. Upon completion of technology licensing and inter- company operating agreements, EncrypTix intends to seek capital from key strategic investors in addition to ⊘Stamps.com.

EncrypTix also plans to develop strategic customer and partnering relationships with key providers in the events, travel and financial services industries who are interested in the remotely printed delivery of highly secure, authenticated bearer instruments such as tickets, gift certificates, boarding passes, vouchers and whole value discount coupons.

About ⊘Stamps.com

⊘Stamps.com offers a convenient, cost-effective and easy-to-use service for purchasing and printing postage over the Internet. Its Internet Postage(TM) service is approved by the US Postal Service and is currently the only commercially available offering that requires no additional hardware to purchase and print postage from a PC.

Founded in 1996, Santa Monica-based ⊘Stamps.com is the only commercially approved true Internet Postage service. The company's technology eliminates the need for specialized hardware by giving customers the flexibility to print postage over the Internet securely, accurately and fast. Through partnerships with companies like ⊘3M, ⊘America Online, ⊘IBM, Microsoft, ⊘Office Depot and Quicken.com, ⊘Stamps.com targets the small office/home office and consumer markets.

More information about the company can be found at www.stamps.com.

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995: This release may contain forward-looking statements that involve risks and uncertainties. Important factors which could cause actual results to differ materially from those in the forward-looking statements are detailed in filings with the Securities and Exchange Commission made from time to time by ⊘Stamps.com, including its registration statement on Form S-1, as amended, that was filed with the SEC on November 8, 1999.

Note to Editors: Internet Postage, ⊘Stamps.com, the ⊘Stamps.com logo, EncrypTix and the EncrypTix logo are trademarks of ⊘Stamps.com Inc. All other brands and names are property of their respective owners.

⌐ProQuest⌐   <u>Return to NPL Web Page</u>   Text Version | English ▾ | **?Help**
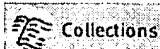
Collections | Search Methods ▾ | Topic Finder | Browse Lists | Results & Marked List ▾ | Search Guide

Searching collections: **All Collections**   **Article Display**

[Email Article]   ⊕ Article 114 of 150 ⊕   <u>Publisher Info.</u>

[Print Article]   ☐ **Mark article**   **Article format:** | **Full Text**   ▾ |

[Save Link] Saves this document as a Durable Link under "Results-Marked List"

Microsoft Expedia.com and ⊙<u>InfoSpace</u> Broaden Services to Users With Comprehensive Distribution Agreement

PR Newswire; New York; Jul 21, 1998;

Start Page: 1
Dateline: Washington
Companies: <u>Microsoft Corp.</u>
           <u>InfoSpace</u>

Abstract:

*REDMOND, Wash., July 21 /PRNewswire/ -- ⊙<u>Microsoft Corp.</u> (Nasdaq: MSFT) and ⊙<u>InfoSpace Inc.</u> today announced that the companies have signed a distribution agreement that will simplify ⊙<u>InfoSpace</u> users' access to travel and booking information on the ⊙<u>Microsoft(R)</u> ⊙<u>Expedia(TM).com</u> online travel service (http://www.**expedia**.com/). In addition, ⊙<u>InfoSpace</u> (http://www.infospace.com/), one of the largest information directories on the Internet, will provide users of ⊙<u>Expedia</u> with more localized travel destination information.*

*This agreement will give users of the ⊙<u>InfoSpace</u> network direct access to the powerful booking engine in ⊙**<u>Expedia</u>.com**, putting the ability to plan and purchase air, car, hotel and other travel options at users' fingertips. Users can now enter ⊙**<u>Expedia</u>**.com* through links within the ⊙<u>InfoSpace</u> White Pages, Yellow Pages, City Guide, and e-Shopping section. ⊙<u>InfoSpace</u> customers linking to ⊙<u>Expedia</u> will see the ⊙<u>InfoSpace</u> and ⊙<u>Expedia</u> brands appearing jointly within the travel booking pages in ⊙<u>Expedia</u>.

"Now, ⊙<u>Expedia</u> customers, care of ⊙<u>InfoSpace</u>, can instantly gather additional destination information from our World Guide and Resources areas of the site," said Simon Breakwell, group product manager at ⊙<u>Microsoft</u>. "At the same time, ⊙<u>InfoSpace</u> customers can easily book travel through integrated links on ⊙<u>InfoSpace</u> to the proven booking engine technology in ⊙**<u>Expedia</u>.com**."

Full Text:
Copyright PR Newswire - NY Jul 21, 1998

Industry: COMPUTER/ELECTRONICS; INTERNET MULTIMEDIA ONLINE

REDMOND, Wash., July 21 /PRNewswire/ -- ⊙<u>Microsoft Corp.</u> (Nasdaq: MSFT) and ⊙<u>InfoSpace Inc.</u> today announced that the companies have signed a distribution agreement that will simplify ⊙<u>InfoSpace</u> users' access to travel and booking information on the ⊙<u>Microsoft(R)</u> ⊙<u>Expedia(TM).com</u> online travel service (http://www.**expedia**.com/). In addition, ⊙<u>InfoSpace</u> (http://www.infospace.com/), one of the largest information directories on the Internet, will provide users of ⊙<u>Expedia</u> with more localized travel destination information.

This agreement will give users of the ⊙<u>InfoSpace</u> network direct access to the powerful booking engine in ⊙**<u>Expedia</u>.com**, putting the ability to plan and purchase air, car, hotel and other travel options at users'

fingertips. Users can now enter ⊙**Expedia**.com through links within the ⊙InfoSpace White Pages, Yellow Pages, City Guide, and e-Shopping section. ⊙InfoSpace customers linking to ⊙Expedia will see the ⊙InfoSpace and ⊙Expedia brands appearing jointly within the travel booking pages in ⊙Expedia.

"⊙InfoSpace is known for bringing consumers and vendors together through its yellow pages, classifieds and electronic-commerce directories," said Naveen Jain, president and CEO of ⊙InfoSpace. "Having ⊙Expedia provide travel services within our site ensures our consumers are brought together with the best travel planning and booking available, no matter where they are."

"Now, ⊙Expedia customers, care of ⊙InfoSpace, can instantly gather additional destination information from our World Guide and Resources areas of the site," said Simon Breakwell, group product manager at ⊙Microsoft. "At the same time, ⊙InfoSpace customers can easily book travel through integrated links on ⊙InfoSpace to the proven booking engine technology in ⊙**Expedia**.com."

About ⊙InfoSpace

⊙InfoSpace is a leading "aggregator and syndicator" of content on the Internet. Formed in April 1996, ⊙InfoSpace has grown from an unknown start-up into one of the top 10 sites on the Internet today. ⊙InfoSpace is continually adding content and forging partnerships with independent yellow pages publishers, newspapers, television stations, search engines, ISPs, information appliances and popular Web sites. Additional information about ⊙InfoSpace can be found at http://www.infospace.com/.

⊙InfoSpace directory services are licensed by Netscape Communications Corp. (Nasdaq: NSCP), ⊙ABC News Internet Ventures (NYSE: DIS), CBS Corp. (NYSE: CBS), Lycos Inc. (Nasdaq: LCOS), The Microsoft Network, The Wall Street Journal Interactive Edition, ⊙CompuServe (Nasdaq: CSRV), ⊙Playboy Enterprises Inc. (NYSE: PLA), AT&T Worldnet Service (NYSE: T), go2net Inc.'s MetaCrawler (Nasdaq: GNET), BarnesandNoble.com (NYSE: BKS), ⊙Alaska Air Group Inc. (NYSE: ALK), CommerceNet, Maine Network, Data Channel and several others. ⊙InfoSpace also has strategic working relationships with ⊙Microsoft Corp. (Nasdaq: MSFT), ⊙Intel Corp. (Nasdaq INTC), ⊙Oracle Corp. (Nasdaq: ORCL), DIBA, ⊙Sega Entertainment Inc. and Bandai Digital Entertainment Corp. Through its relationships with WolfeTech Corp. and Unwired Planet Inc., ⊙InfoSpace directories will be available on cellular phones and pagers from ⊙Motorola Inc. (NYSE: MOT), GTE Mobilnet (NYSE: GTE), Bell Atlantic/Nynex and other telecommunications companies. ⊙InfoSpace's services are also available on AT&T's cellular phones and pagers.

About ⊙**Expedia**.com

Microsoft **Expedia**.com is the place to go on the Web to plan travel, purchase tickets, and make hotel and car reservations. ⊙**Expedia**.com offers in- depth destination content and travel news, as well as mapping, address finding and direction services. Since its inception in October 1996, ⊙**Expedia**.com has become one of the Web's most successful electronic-commerce sites, with travel sales for January 1998 exceeding $12 million. A recent study by new-media audience-measurement firm Media Metrix, The PC Meter Company, ranked ⊙**Expedia**.com as the fastest-growing online travel service for 1997. The Microsoft **Expedia**.com online travel planning service is part of the Microsoft Expedia family of travel and mapping products and services. These include the Microsoft ⊙Expedia Streets 98, Streets Deluxe 98 and Trip Planner 98 CD-ROMs and the ⊙Expedia Travel Network, a one-stop travel shopping mall offering vacation packages, cruises, resorts and travel merchandise from leading suppliers.

About ⊙Microsoft

Founded in 1975, ⊙Microsoft is the worldwide leader in software for personal computers. The company offers a wide range of products and services for business and personal use, each designed with the mission of making it easier and more enjoyable for people to take advantage of the full power of personal computing every day.

NOTE: ⊙Microsoft and ⊙Expedia are either registered trademarks or trademarks of ⊙Microsoft Corp. in the United States and/or other countries. Other product and company names herein may be trademarks of their respective owners. SOURCE ⊙Microsoft Corp.

Email Article   Article 1 of 50 ⊕   Publisher Info.

Print Article   ☐ Mark article   Article format: Text+Graphics ▾

Save Link   Saves this document as a Durable Link under "Results-Marked List"

Building the perfect site

Lodging Hospitality; Cleveland; Mar 1, 2000; Ed Watkins;

*Sic:*721110*Sic:*531110*Sic:*5813*Sic:*7011*Sic:*721110*Sic:*722410*Sic:*7011*Sic:*721110*Duns:*00-693-0531

Volume:	56
Issue:	3
Start Page:	38-40
ISSN:	01480766
Subject Terms:	Hotel chains
	Web sites
	Electronic commerce
	Trends
	Manycompanies
Classification Codes:	9190: *United States*
	8380: *Hotels & restaurants*
	7400: *Distribution*
	5250: *Telecommunications systems & Internet communications*
Geographic Names:	United States
	US
Companies:	Marriott International Inc*Ticker:***MAR***Sic:***721110**
	*Sic:***531110**
	Hilton Hotels Corp*Duns:***00-693-0531**
	*Ticker:***HLT***Sic:***5813**
	*Sic:***7011**
	*Sic:***721110**
	*Sic:***722410**
	Choice Hotels International*Sic:***7011**
	*Sic:***721110**

Abstract:

The major hotel companies are bulking up their Web sites, taking advantage of the databases they are amassin to customize the user's experience and treating their Web site as an essential element in the marketing mix. Fo example, Marriott International views its Web presence as simply another way to reach customers, those who prefer to do their business that way. This year, Internet users will provide about $125 million of Marriott's business; next year, that figure is expected to more than double.

Full Text:

[Headnote]
With a little Internet experience under their belt, lodging chains are preparing to up the ante.

Then hotel companies first started mounting web sites in the mid-'90s, most saw the process as a necessary evil, a polite nod to the swelling ranks of the Internet faithful. Early web sites were graphically crude and technically deficient; most were more informative than functional, unable to allow bookings.

Today, the major players are bulking up their web sites, taking advantage of the databases they are amassing to customize the users' experience and treating their web sites as an essential element in the marketing mix. While Internet bookings represent l than five percent of hotel bookings, the potential for business through this young channel is anyone's guess. The chains aren't taking any chances.

"In 1995, when we stepped into this medium, our intention truly was to learn from it and see where it went. We had the foresight think it would go somewhere as a distribution channel," says Sandy Heilman, director of reservations automation at Choice Hote International. "Five years later, that has certainly been found true."

Bruce Rosenberg, vice president of electronic distribution at Hilton Hotels Corp., says the Internet has the potential to change th business the way toll-free reservations numbers did decades ago. "We're placing the same level of strategic importance on this he says.

Marriott views its web presence as simply another way to reach customers, those who prefer to do business that way. This year Internet users will provide about $125 million of Marriott International's business; next year, that figure is expected to more than double. "It's important to the extent that the customer says it's important," says Richard Hanks, executive vice president of sales "We don't care about the hype."

Hanks doesn't see credit card fraud as a problem for the web travel business. "The perception about fraud is contradicted by reality. It's been nonexistent on our site," he says. "It's safer to log on to an encrypted web site than it is to give your credit card t waiter."

As Internet usage has exploded, web site users have grown more demanding and web site designers have been scrambling to keep up. A basic lesson the lodging web pioneers have learned is to keep it simple. "As much as we marketing types want to ha compelling images, we found ease of function to be key," says Kathy Hollenhorst, vice president of marketing for Radisson Hote Worldwide. "We need to give consumers a path to the end-booking rooms. They won't wait around for pages with lots of graphic to load."

Hanks agrees. "Cosmetics, while important, are nowhere nearly as important as functionality," he says. In fact, two of Marriott-branded web sites scored near the top of a ranking by USA Today; ability to book with the fewest clicks was an importa criterion. "People don't like getting lost in a menu of options; they like to be able to get there quickly," Hanks notes.

The next logical phase for hotel companies looking to be e-commerce players might be called the era of personalization. To hea hotel companies tell it, the trend reflects both a desire on their part to market more effectively and a preference by customers w don't want to provide the same information every time they book a room. On sites across the Internet, personalization is seen as way to build loyalty among users.

Hilton is working on a system that will begin by customizing messages to those visiting hilton.com; by next year, Rosenberg say one-to-one personalization will be possible. Radisson has also been working on tailoring specific product **offerings** such as **vacation packages** to radisson.com users based on their stated preferences.

With the proliferation of Internet travel "malls" such as travelweb.com, expedia.com and priceline.com, do proprietary web sites stand a chance of survival? A recent report by PhoCusWright suggests that these intermediaries will retain growing shares of online travel customers because they offer one-stop shopping and they spend more on promotion. But companies with their own sites argue that the market has room for both, and that individual brands often have a loyal enough audience to sustain their growth. "More than 75 percent of our online bookings come through marriott.com or our other company sites," Hanks says. "We play on the other sites because we want to be ubiquitous."

Heilman says Choice's experience on the Internet has had similar results. "Our business is increasing at a higher rate through o proprietary site than through intermediaries," she says. Marriott, like Choice Hotels, crosssells on its web sites; in effect, both of consumers a choice of products and price points without having to check other companies' offerings.

Despite their ability to reach the customer directly, hotel companies haven't forgotten travel agents in their web strategy. Web si usually have a separate registration area for agents, who can access negotiated rates and earn credit for bookings. Some sites help train agents in use of the web for bookings. "We don't see one channel displacing the other," Hollenhorst says. "We also believe that in some parts of the world like Asia, the Internet engine is going to leapfrog over GDS in some countries."

In the end, the web simply offers another way to target the guest. Marriott's Hanks sums up the overall industry attitude: "Our vis is to sell the way people want to buy." LH

ewatkins@penton.com

216-931-9278

Web Sites We Love: www.marriott.com

Marriott's clean and comprehensive home page leads the eye to three key functions: Express Reservations, Find a Hotel and Marriott Rewards. Express Reservations leads to a full-featured, but easily navigable page that guides users to make reservatio either by one of seven brands or 46 countries encompassing the Marriott system. Two additional features on the reservations pa are particularly helpful and not often seen on other hotel company web sites. The site lists an 800 number to call for help in loca a hotel, and a link takes the user to a list of reservations numbers in 78 countries. The other feature is a list of frequently asked questions about Marriott's reservations policies and procedures. The Rewards portion of the site enables members of the progr to check their accounts, redeem points online (either travel or gifts) and participate in special promotions and giveaways. Non-members can use the site to enroll in the program. The site's Going on Vacation button enables users to learn about the climate, attractions, culture, restaurants, nightlife and more in nearly 50 cities worldwide.
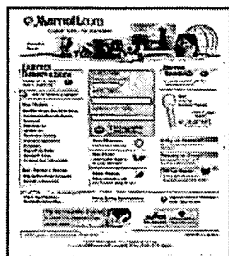
Enlarge 200%
Enlarge 400%

[Sidebar]
View From an Expert
Glen L. Urban, former dean of the Sloan School of management and now professor of marketing management a Massachusetts Institute of Technology, has spent his life developing forecasting models for new products. Urba the 1999 recipient of the American Marketing Association's Charles Coolidge Parlin Marketing Research Award, predicts the Internet will heavily influence what kinds of products and services we see as well as how people shop.
LH: How do you see e-commerce evolving over the next few years?
Urban: Internet technology is still in its birth phase, and most applications are just substitutions, so we're seein a lot of catalogs, for instance. In the future we'll see real value-added sites, with personalization, recommendations of different alternatives, virtual travel advisors. I think eventually well see customer advocac sites, where community groups-those interested in adventure travel or cruising, for example-will have trusted advisors to provide them information.
LH. You say consumers are more demanding and less patient. How can

[Sidebar]
travel web sites do a better job of accommodating those trends?
Urban: The basic navigation is pretty bad on a lot of sites. On some sites you get lost or can't get back to wher you were. Once you've got that straightened out, then you need to provide a logical information trail.
LH: You talk about artificial intelligence advocates and advisors influencing the choices people will make online How would this work?
Urban: It's like having a trusted travel agent. Sometimes they ask you questions, sometimes they collect information and make inferences.
LH: You also advise businesses to build relationships with their customers. Why is that so important?
Urban: Good marketing has always involved building relationships. I think the airlines have been doing all they can to break that rule, but in the past they were particularly effective in trying to track people. Now most travelers are simply looking for the lowest price because they figure the service is bad everywhere. If a compan wants to get out of pure competition based on price, relationships are the way to go.
LH: Do you have a favorite travel-related web site?
Urban: No. I usually use my American Express travel agent because I trust that person. Also, I don't have an incentive to use the Internet, since I'm not getting a discount. LH

[Sidebar]
What's Hot on Hotel Web Sites
* Simplicity
* Area maps
* Booking with a few clicks
* One set of rates
* Personalization
* Logical navigation
* Human help when needed
* Customized packages

Good family vacation deals can be found online

The Sunday Patriot - News; Harrisburg; Nov 29, 1998; <u>EILEEN OGINTZ</u>;

Sub Title: [FINAL Edition]
Column Name: TAKING THE KIDS
Start Page: J07

Abstract:
Better yet, get the kids to help. They're probably hogging the computer anyway. Besides, if your family is anything like mine, they're the most savvy Net surfers in the gang. They'll think The Family Vacation Bargain Hunt is a hip new computer game.

That's because we parents traveling with kids represent a huge and growing online market. Family vacationers in their 30s and 40s already account for more than a fourth of those booking online. A third of the 20 million online households who haven't yet bought anything online say they plan to use the Web for travel arrangements --a lot more than plan to buy anything else. With security safeguards in place, consumers don't seem so concerned about using a credit-card number online, Web experts say.

`More than half of our users are married and have kids,` says Suzi Levine, product manager for ⓒMicrosoft's ⓒExpedia.com, now generating $7 million in travel sales a week and planning expanded family travel. Levine added that thousands of families every month are trading travel tips through ⓒExpedia's special family and theme-park forums.

Full Text:

Psst. Looking for a family vacation deal?

Grab your computer mouse and start clicking.

Better yet, get the kids to help. They're probably hogging the computer anyway. Besides, if your family is anything like mine, they're the most savvy Net surfers in the gang. They'll think The Family Vacation Bargain Hunt is a hip new computer game.

The travel industry knows it's serious business -- and one that's growing fast. Travel planning consistently ranks as a leading reason people turn to the Web, researchers say.

More significant: Online vacation travel bookings are expected to grow from $3 billion this year to a whopping $29 billion in five years. Airlines, hotels and other travel suppliers are shifting from providing information to direct online booking, reports ⓒ<u>Forrester Research</u>, that recently issued a comprehensive report on the subject.

`They haven't nailed this for families yet. Look for there to be more family-specific promotions,` says James McQuivey, who wrote the report.

That's because we parents traveling with kids represent a huge and growing online market. Family vacationers in their 30s and 40s already account for more than a fourth of those booking online. A third of the 20 million online households who haven't yet bought anything online say they plan to use the Web for travel arrangements --a lot more than plan to buy anything else. With security safeguards in place, consumers don't seem so concerned about using a credit-card number online, Web experts say.

`More than half of our users are married and have kids,` says Suzi Levine, product manager for ⊙Microsoft's ⊙**Expedia**.com, now generating $7 million in travel sales a week and planning expanded family travel. Levine added that thousands of families every month are trading travel tips through ⊙Expedia's special family and theme-park forums.

It's easy to see why time-crunched parents like the Web for trip planning. It's like having a travel agent and specialized library open 24 hours. Plan your vacation whenever you have time -- in the evening after the dishes and homework are done, when the baby is napping, on Sunday morning.

Get customized information for your family, based on what they like to do, how old the kids are and how much you have to spend. No need to wait for a travel agent to call you back when you can simply link to another area of a site to get the information you're missing.

Sure, it sounds great, you're thinking. But what about the times I couldn't log on to the site I wanted? What about all of the junk I had to wade through?

Look for it to get easier and faster, with more one-stop shopping so you can book your entire vacation at a single site. The Internet research firm Gomez Advisors, in fact, has begun to regularly rate the top 20 sites that allow you to book air, hotel and rental car online. You can find its picks at Gomez.com and link to these travel Web sites.

The top pick: TheTrip.com because it's not only easy to navigate but offers an impressive array of city guides and maps to make travel research easy. I liked the `Deals-2-U` newsletter that offers the latest in airline discounts and specials. Car and hotel deals will be added in the coming months.

`This still is for people willing to take the time and who like doing the work themselves,` says Gomez Advisors' John Robb.

The payoff: Whether you're trying to plan a last-minute getaway or find next summer's beach rental, you're assured the latest information and many bona fide bargains. Examples: You suddenly get a yen (and a break in the schedule) to take the kids someplace for the weekend. Go to Travelweb.com's `Click it Weekends` for hotel rates in major cities that are discounted as much as 65 percent. Most are big chains. Here's your chance to show the kids how the other half lives. You're looking for a cheap package for winter break. 1travel.com has 70-plus offerings just for families at special prices, from Hawaii to Florida to London. Book a cruise or a plane ticket overseas at a significant discount, too. The site also lists all of the weekly cyber fares by the major airlines. It will e-mail you the deals from your favorite airports. I like the funny family travel cartoon post cards you can send free via e-mail to your friends. You want to plan your first family camping trip but don't know where to start. Gorp.com, the Web's most complete outdoor recreation site, has close to 20,000 pages of information -- from how-to family wilderness guides to links to outfitters offering specialized family trips and gear companies selling kids'

sleeping bags, to the chance to exchange ideas on adventure trips with other parents. You'll find outfitters touting deals here, too. The in-laws just offered to watch the kids for an upcoming long weekend and you need a quick, affordable getaway -- to anywhere. Go to ⊘Travelocity.com or ⊘**Expedia**.com and browse the special deals area. There's lots to choose from at not-to-be-believed prices. While you're looking, you'll probably find that cheap airfare you wanted for next summer's family reunion, too. You're facing a six-hour drive during the holidays with three always-bickering kids. Women.com's Crayola's FamilyPlay area has reams of keep-them-happy activities customized for the kids' ages. Beatrice's Web Guide steers users to the best-for-women-right-now travel Web sites.
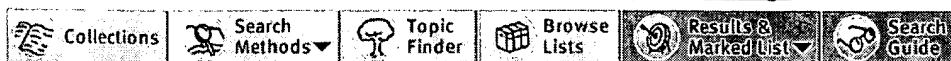
Of course, you don't have to actually go anywhere to enjoy all of this travel Web surfing with the kids. Just exploring the kids' travel dreams (and yours) is fun.

They may be closer to reality than you think.

〈 ～ProQuest° **Return to NPL Web Page** **Text Version** English ▾ ?H

| Collections | Search Methods▾ | Topic Finder | Browse Lists | Results & Marked List▾ | Search Guide |

Searching collections:

[Email Article]   ⦿ Article 20 of 50 ⦿   <u>Publisher Info.</u>

[Print Article]   ☐ Mark article   Article format: | Full Text | ▾

[Save Link] Saves this document as a Durable Link under "Results-Marked List"

Business Wire
The Global Leader in News Distribution

Affinity International Selects Leading ISP Quest Technologies to Complete Final Phase of E-Commerce Web Site

Business Wire; New York; Feb 2, 2000; <u>Business/Technology Editors</u>;

Start Page: 1
Personal Names: <u>Brandano, Dan</u>

Abstract:
ST. PETERSBURG, Fla.--(BUSINESS WIRE)--Feb. 2, 2000--Affinity International Travel Systems, Inc. (OTC BB:AFFT) announced today that it has selected Quest Technologies, Inc., a leading Internet Solutions Provider (ISP), to develop and integrate the final phase of Affinity's next generation e-commerce travel website, FarAway.com, which is undergoing a complete redesign.

*FarAway.com will provide Affinity International with a direct-to- consumer e-commerce travel products **offering** The site will also, through the utilization of Affinity's unique Internet Booking Engine, serve as the backbone of Affinity's private label and co-branded, business-to-business turnkey online travel booking solutions. In both instances, the new FarAway.com website will employ the cutting-edge Tourscape software to fill an industry vo by providing travel consumers with online, one-stop booking of cruise **vacations**, attraction tickets and a wide array of wholesale tour and **vacation packages**. Industry specific content and real-time online and phone consultation with expert reservation agents will also be featured. Additionally, industry standard online air, hote and auto rental transactions will be offered.*

Full Text:

ST. PETERSBURG, Fla.--(BUSINESS WIRE)--Feb. 2, 2000--Affinity International Travel Systems, Inc. (OTC BB:AFFT) announced today that it has selected Quest Technologies, Inc., a leading Internet Solutions Provider (ISP), to develop and integrate the final phase of Affinity's next generation e-commerce travel website, FarAway.com, which is undergoing a complete redesign.

FarAway.com will provide Affinity International with a direct-to- consumer e-commerce travel products **offering**. The site will als through the utilization of Affinity's unique Internet Booking Engine, serve as the backbone of Affinity's private label and co-brand business-to-business turnkey online travel booking solutions. In both instances, the new FarAway.com website will employ the cutting-edge Tourscape software to fill an industry void, by providing travel consumers with online, one-stop booking of cruise **vacations**, attraction tickets and a wide array of wholesale tour and **vacation packages**. Industry specific content and real-time online and phone consultation with expert reservation agents will also be featured. Additionally, industry standard online air, hote and auto rental transactions will be offered.

Affinity International Chief Executive Officer Dan Brandano commented, "Quest Technologies has served as a consultant on thi project during the last few months. During that period, the Quest team has shown the vision required to develop the FarAway.co project in a way that takes full advantage of the opportunities presented by the underserved online tour and vacation package

Quest has built a solid foundation of expertise with reservation development and customer service management within the trave and transportation industry. Quest is currently developing additional core competencies in designing and producing increasingly complex, multilingual e-commerce sites requiring database management, dynamic content management tools and personalizat applications. Their client list shows the diversity of industries in which Quest has provided a totally integrated solution to enhanc the way they do business. Past and present clients include Yupi.com, American Express, NASA, Harris Computer Corporation, Burger King Corporation, Dollar Rent-A-Car and Extended Stay America.

Affinity International Travel Systems, Inc. is a wholesale travel distribution organization that leverages best-in-network architectu Web-enabled software engines, a network of travel agents and established strategic relationships to utilize the Internet as a delivery platform, in both the business-to-business and business-to-consumer arenas, for its expansive inventory of specialized travel products.

This release contains forward-looking statements, made subject to the "safe harbor" provisions of the Private Securities Litigatio Reform Act of 1995, that involve risks and uncertainties that might cause the actual results to differ materially from those projec in any forward-looking statements. Potential risks and uncertainties include, without limitation, the following: the Company may encounter difficulty in developing its Web sites; it may have difficulty raising the capital it needs to develop and market its Web sites and fund its operations; the Internet may not attract the degree of travel business that the Company expects; the Company may have difficulty competing with other travel companies, including other Internet companies; the development and introductio competing or superior Web portals; market awareness and acceptance of the Company's Web site and product offerings; chan in government regulations affecting the Company's business; and overall market demand for travel services.

For additional updates, see www.otcfn.com/afft and www.affinityinternational.com
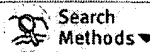

《ProQuest®
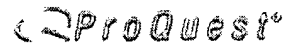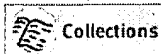
Email Article   ⊕ Article 2 of 50 ⊕   Publisher Info.

Print Article   ☐ Mark article   Article format: | **Full Text** ▼ |

Save Link   Saves this document as a Durable Link under "Results-Marked List"

Business Wire
The Global Leader in News Distribution

Respond.com Connects Travel Specialists With Vacationers Looking For The Personalized Service Of A Travel Agent Online

Business Wire; New York; Feb 25, 2000; Business Editors/High-Tech Writers;

Start Page: 1
Personal Names: Lorenzani, Giuliano

Abstract:
*REDWOOD CITY, Calif.--(BUSINESS WIRE)--Feb. 25, 2000--Respond.com (TM) (www.respond.com), the leading **online** shopping service that allows buyers to "shop by request," is connecting travel specialists with customers around the country who are ready to book **vacations**. Through Respond.com, travel specialists receive qualified leads and a chance to deliver personalized service to prospective customers seeking advice, price comparisons and **vacation packages**. In addition, Respond.com increases the Web presence of travel specialists registered with its service, even for smaller travel agents without a Web site.*

Condo & Villa Vacations, a division of Jeanne's Travel in Philadelphia, specializes in vacation rentals with condos, villas and vacation homes all over the world (www.jeannestravel.com). Through Respond.com, owner Jeanne Entenman is increasing her client base to include vacationers across the nation. "Without Respond.com, I never would have been able to reach people outside of the Philadelphia- area," says Entenman. "The service has helped me connect directly with clients who are looking for a complete vacation package and rental planning service that we offer." Condo & Villa Vacations' service is especially valuable to families with children who are looking for more space and comfort than a cramped hotel or motel room and who do not have the time to sift through the maze of information on the Internet. The level of personalized service that Condo & Villa Vacations provides for its customers is a perfect match for the vacationers using Respond.com to book their travel.

Full Text:
Copyright Business Wire Feb 25, 2000

Online Shopping Service Connects Travel Specialists With Vacationers

Ready To Book A Trip And Wanting More Than Just A Great Price

REDWOOD CITY, Calif.--(BUSINESS WIRE)--Feb. 25, 2000--Respond.com (TM) (www.respond.com), the leading **online** shopping service that allows buyers to "shop by request," is connecting travel specialists with customers around the country who are ready to book **vacations**. Through Respond.com, travel specialists receive

qualified leads and a chance to deliver personalized service to prospective customers seeking advice, price comparisons and **vacation packages**. In addition, Respond.com increases the Web presence of travel specialists registered with its service, even for smaller travel agents without a Web site.

Condo & Villa Vacations, a division of Jeanne's Travel in Philadelphia, specializes in vacation rentals with condos, villas and vacation homes all over the world (www.jeannestravel.com). Through Respond.com, owner Jeanne Entenman is increasing her client base to include vacationers across the nation. "Without Respond.com, I never would have been able to reach people outside of the Philadelphia- area," says Entenman. "The service has helped me connect directly with clients who are looking for a complete vacation package and rental planning service that we offer." Condo & Villa Vacations' service is especially valuable to families with children who are looking for more space and comfort than a cramped hotel or motel room and who do not have the time to sift through the maze of information on the Internet. The level of personalized service that Condo & Villa Vacations provides for its customers is a perfect match for the vacationers using Respond.com to book their travel.

Another Respond.com travel specialist, Boca Raton Travel (www.bocaratontravel.com) is one of the largest independently owned travel organizations in South Florida. President Giuliano Lorenzani prides himself on offering high standards of service and a staff with more than 230 years of combined travel management experience. After hearing about Respond.com from a friend, Lorenzani registered with the service and has been amazed with the results. "We get an average of 400 inquiries per week from prospective customers through Respond.com," says Lorenzani. "Respond.com has opened up the door to market opportunities nationwide to people who want to have choices with their travel itineraries, and want the ease of planning the trip online."

Whether planning for **vacation** or corporate travel, Respond.com connects vacationers to travel specialists who provide personal travel planning experience, something not found on other **online** travel sites. Respond.com's travel categories include cruises, reservations, specialty tours and trips, travel merchandise and **vacation packages**. Through Respond.com, travel specialists now have the ability to register in specific categories, such as African Safaris or New England Bed and Breakfasts. These categories allow travel and tour operators to meet vacationers' needs with targeted, helpful responses. Some examples of **vacations** already planned with Respond.com include a bicycling tour trip for nine friends throughout Europe, a honeymoon to Mexico, and spring break plans for 20 college students.

"At a time when many travel agents are facing commission cuts and the pressures of competing against the major online travel sites, Respond.com gives agents and tour operators alike the opportunity to showcase their great personal touch and specialized expertise.," says Will Clemens, Respond.com CEO. "We're very proud to offer travelers a personalized travel service, and travel specialists nationwide support the need for our service."

As an incentive to drive potential vacationers to use the Respond.com service and connect with travel specialists, Respond.com will introduce a travel sweepstakes. Beginning Monday, February 28th, shoppers submitting a travel request in any one of Respond.com's travel categories will automatically be entered into a daily drawing for a brand new Olympus D340 digital camera. This contest ends March 19th, 2000.

About Respond.com

Respond.com(TM)(www.respond.com) is the leading online shopping service that allows buyers to "shop by request" using their own words to request a wide range of products and services. Unlike online auction sites or shopping search engines, Respond.com takes the work out of shopping, saving buyers effort and time. Sellers with Respond.com benefit by receiving highly targeted leads from customers who are ready to buy. Respond.com has partnered with ⓸America Online, Excite@Home and additional online businesses to provide their members access to Respond.com's community of buyers and sellers. Based in Redwood City, California, the company is funded by The Barksdale Group, ⓸Benchmark Capital, ⓸Hummer Winblad Venture Partners, Morgan Stanley Dean Witter Private Equity along with Access Technology Partners, Amerindo Capital Management, Attractor Investments and Index Ventures. Respond.com was founded in 1998.